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100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF ~~NON-DO~~ PRIME CONTRACT AWARDS

FISCAL YEAR 1977

DEPARTMENT OF DEFENSE
WASHINGTON HEADQUARTERS SERVICES
DIRECTORATE FOR INFORMATION OPERATIONS
AND REPORTS

100 LARGEST DEFENSE CONTRACTORS

AND THEIR SUBSIDIARY CORPORATIONS

FISCAL YEAR 1977

ISSUED ANNUALLY BY
DEPARTMENT OF DEFENSE
WASHINGTON HEADQUARTERS SERVICES
DIRECTORATE FOR INFORMATION OPERATIONS
AND REPORTS

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS
LISTED ACCORDING TO NET VALUE OF MILITARY
PRIME CONTRACT AWARDS

FISCAL YEAR 1977

Department of Defense military prime contract awards of \$10,000 or more for research and development, services, construction, and supplies and equipment awarded during fiscal year 1977 totaled \$50.4 billion, \$8.4 billion more than in fiscal year 1976. Large awards for aircraft, missile and space systems, electronics and communication equipment, and ships which are dominated by large contractors resulted in 67.7% of total procurement being awarded to 100 companies which, together with their subsidiaries, received the largest dollar volume of prime contracts of \$10,000 or more.

The top 100 companies received \$34.1 billion in defense prime contracts during fiscal year 1977 or 67.7% of the \$50.4 billion awarded to all companies. In fiscal year 1976, the top 100 companies received \$28.9 billion or 69.0% of the volume of all awards. The table shows that the first five companies received 17.7% of the total received by all companies in fiscal year 1977, compared with 19.1% during fiscal year 1976. The largest company in fiscal year 1977 received awards totaling almost \$2.6 billion compared with \$2.5 billion for the largest company in fiscal year 1976. To get on the list in fiscal year 1977 required \$62 million in awards, as opposed to \$42 million in fiscal year 1976.

PERCENT OF TOTAL

<u>COMPANIES</u>	<u>FY 1974</u>	<u>FY 1975</u>	<u>FY 1976</u>	<u>FY 1977</u>
1st	5.2%	5.1%	5.9%	5.1%
2nd	4.1	3.8	3.6	3.3
3rd	3.7	3.4	3.5	3.2
4th	3.4	3.4	3.2	3.1
5th	3.3	3.3	2.9	3.0
1-5	19.7%	19.0%	19.1%	17.7%
6-10	12.3	13.1	12.3	12.7
11-25	16.4	14.8	17.0	16.9
1-25	48.4%	46.9%	48.4%	47.3%
26-50	10.3	10.8	11.7	11.6
51-75	5.4	5.5	5.5	5.3
76-100	3.1	3.1	3.4	3.5
1-100	67.2%	66.3%	69.0%	67.7%

Thirteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 34, one in position 50, one in position 55, and the balance between positions 61 and 100.

Companies Listed in FY 1977
But Not in FY 1976

British Petroleum Co., Ltd.
Engelhard Minerals & Chemicals Corp.
International Harvester Co.
Mi Ryung Construction Co., Ltd.
Morrison Knudsen USS F&M JV
Norris Industries
Ogden Corp.
Peterson Builders, Inc.
Royal Dutch Shell Group
Saudi Tarmac Ltd. Tarmac OS Ltd.
Tacoma Boatbuilding Co., Inc.
U. S. & South American Enterprises,
Inc.
You One Construction Co., Ltd.

Companies Listed in FY 1976
But Not in FY 1977

Atlantic Richfield Co.
Bethlehem Steel Corp.
Blake Construction Co., Inc.
Briscoe Frank Co., Inc.
Charles Stark Draper Labs., Inc.
City Investing Co.
Kidde Walter & Co., Inc.
Mitre (The) Corp.
Reynolds (R. J.) Industries, Inc.
Santa Fe Engineers, Inc.
Tesoro Petroleum Corp.
Titan Group, Inc.
Webb Del E Corp.

Of the 87 companies appearing on the list in both fiscal year 1976 and fiscal year 1977, 38 advanced their position, 43 are in a lower position, and 6 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures, and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to Rockwell International Corporation increased by \$514 million over fiscal year 1976. This was the largest dollar change occurring and moved this company up in rank from tenth position in fiscal year 1976 to sixth place in fiscal year 1977. Other companies with large dollar volume increases were: Grumman Corporation, Boeing Company, United Technologies Corporation, and Westinghouse Electric Corporation. Contract Awards to Grumman Corporation which went from eighth place to seventh place increased by \$446 million while each of the other aforementioned companies increased by \$404 million, \$352 million, and \$320 million respectively.

Other companies with major position changes this year were: Pacific Resources, Inc., which went from 44th place to 91st; Sanders Associates, Inc., from 67th to 97th; Morrison-Knudsen Co., Inc., from 42nd to 63rd; and Texaco, Inc., from 43rd to 71st.

Other changes concerning companies on the fiscal year 1977 list were: the acquisition by Transamerica Corporation of Saturn Airways, Inc., and the name change for Lockheed Aircraft Corporation, now Lockheed Corporation.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; for example, International Telephone and Telegraph Corporation is a multi-industry company producing electronic and communications equipment, and industrial and consumer products. For this table it is assigned to "Electronics," the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis, companies producing "Services" decreased by four, while companies producing "Ships, Tank Automotive, Ammunition, and Petroleum" each increased by two.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1977</u>	<u>FY 1976</u>	<u>Change</u>
Aircraft	15	18	-3
Missiles	12	14	-2
Ships	10	8	+2
Tank Automotive	6	4	+2
Ammunition	10	8	+2
Electronics	18	17	+1
Services	6	10	-4
Construction	5	6	-1
Petroleum	15	13	+2
Weapons	1	-	+1
Subsistence	1	1	-
All Other	1	1	-

During fiscal year 1977, eleven companies received prime contract awards of \$1 billion or more. The eleven companies and a brief description of their more important defense work are as follows:

McDonnell Douglas Corporation, with a total of \$2,574 million in DoD prime contract awards, heads the list for the second consecutive year. This was an increase of \$110 million from fiscal year 1976; however, the company's share of the total DoD contract volume was 0.8 percent below last year. The major aircraft contracts for this company continue to be the F-15 EAGLE, F-4 PHANTOM, and the F-18 prototype. Major missile work included the AGM-84 HARPOON, and the Ballistic Missile Defense System.

Lockheed Corporation (formerly Lockheed Aircraft Corporation) continued in number two position for the second consecutive year with awards totaling \$1,673 million. Although the company received \$164 million more in awards, its share this year was 3.3 percent of the total, compared with 3.6 percent last year. The largest awards during fiscal year 1977 were for the TRIDENT missile system. Other major awards were for the POSEIDON missile, P-3 ORION, and C-130 HERCULES aircraft.

United Technologies Corporation, in fifth place last year with \$1,233 million or 2.9 percent of total, moved up to third place in fiscal year 1977 on a volume of \$1,585 million for 3.2 percent of total. Major defense contracts were for the F-100, TF-30, and TF-33 aircraft engines.

Boeing Company, in sixth place during fiscal year 1976, rose to fourth place this year with \$404 million more in awards. During fiscal year 1977, contracts were for the Air Warning & Control System (AWACS), MINUTEMAN missile, CH-47 CHINOOK helicopter, and the B-1 bomber.

General Electric Company, in fourth place during fiscal year 1976, fell to fifth place this year while total awards increased by \$173 million. Awards for the most part were for turbofan and turbojet engines. Other substantial contracts were for the F-18 prototype, CH-47 CHINOOK, R&D for B-1, and reactor propulsion plants.

Rockwell International Corporation moved from tenth to sixth place as contracts received in fiscal year 1977 were \$514 million above last year. The company's major contracts were for the B-1 Bomber, MINUTEMAN missile, miscellaneous communication equipment, and radar and navigational aids.

Grumman Corporation whose contracts totaled \$1,428 million ranks seventh. This was an increase of \$446 million from the \$928 million total during fiscal year 1976 when they were in eighth place. The largest contracts with Grumman were for the F-14 TOMCAT. Other large awards were for the E-2 HAWKEYE, A-6 INTRUDER, and EA-6B PROWLER aircraft.

General Dynamics Corporation, in seventh place last year, fell to eighth place this year even with increased awards of \$299 million. During this year, contracts included the F-16 fighter aircraft, nuclear submarines, and the Strategic Cruise Missile.

Hughes Aircraft Company, in eleventh place during fiscal year 1976, moved into ninth place with awards of \$1,093 million, an increase of \$182 million. The missile contracts of this company include the TOW, PHOENIX, MAVERICK, the ROLAND anti-aircraft missile, and guided missile remote control systems for the F-14 TOMCAT.

Northrop Corporation, in third place last year, fell to tenth place this year with decreased contract awards of \$433 million. The major defense work during fiscal year 1977 was for the F-5 FREEDOM FIGHTER.

Raytheon Company, in twelfth place last year, moved up to eleventh place this year. This year's contract volume reached \$1,041 million, \$257 million more than last year. This company's major work during fiscal year 1977 was predominately in missiles which included the HAWK, SAM-D, SPARROW, TRIDENT, NATO SEA SPARROW, and SIDEWINDER systems.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1977

RANK	PARENT COMPANY	RANK	PARENT COMPANY
98.	A T O, INC	57.	JCHNS HOPKINS UNIVERSITY (N)
66.	AEROSPACE CORP (N)	59.	KAISER INDUSTRIES CORP
79.	ALGERNON BLAIR INC	33.	L T V CORP
31.	AMERADA HESS CORP	68.	LEAR SIEGLER INC
43.	AMERICAN MOTORS CORP	16.	LITTON INDUSTRIES, INC
19.	AMERICAN TELEPHONE + TELEGRAPH CO	2.	LOCKHEED CORP
67.	AUTOMATION INDUSTRIES, INC	85.	LORAL CORP
60.	AVCO CORP	23.	MARTIN MARIETTA CORP
74.	BEECH AIRCRAFT CORP	62.	MASSACHUSETTS INSTITUTE TECHNOLOGY
39.	BENDIX CORP	1.	MCDOUGAL DOUGLAS CORP
4.	BOEING CO	50.	MI RYUNG CONSTRUCTION CO LTD
65.	BRITISH PETROLEUM CO LTD	41.	MCGIL CORP
94.	BURROUGHS CORP	* 34.	MORRISON KNUDSEN USS F + M JV
52.	CHAMBERLAIN MFG CORP	63.	MORRISON-KNUDSEN CO, INC
15.	CHRYSLER CORP	76.	MOTOROLA INC
75.	COASTAL STATES GAS CORP	61.	NORRIS INDUSTRIES
89.	COMPUTER SCIENCES CORP	47.	NORTH AMERICAN PHILIPS CORP
35.	CONGOLEUM CORP	10.	NORTHROP CORP
51.	CONTROL DATA CORP	93.	OGDEN CORP
84.	CUTLER-HAMMER, INC	91.	PACIFIC RESOURCES INC
80.	DAY + ZIMMERMAN INC	49.	PAN AMERICAN WORLD AIRWAYS INC
92.	DUFONT E I DE NEMOURS + CO	69.	PETERSON BUILDERS INC
45.	E SYSTEMS, INC	100.	PROCTOR + GAMBLE CO
78.	EASTMAN KODAK CO	25.	R C A CORP
87.	EMERSON ELECTRIC CO	11.	RAYTHEON CO
88.	ENGELHARD MINERALS + CHEMICALS COR	6.	ROCKWELL INTERNATIONAL CORP
38.	EXXON CORP	55.	ROYAL DUTCH SHELL GROUP
37.	F M C CORP	97.	SANDERS ASSOCIATES INC
22.	FAIRCHILD INDUSTRIES, INC	** 82.	SAUDI TARMAC LTD TARMAC OS LTD
27.	FORD MOTOR CO	56.	SIGNAL COMPANIES INC (THE)
8.	GENERAL DYNAMICS CORP	28.	SINGER CO
5.	GENERAL ELECTRIC CO	14.	SPERRY RAND CORP
95.	GENERAL FOODS CORP	32.	STANDARD OIL CO OF CALIF
24.	GENERAL MOTORS CORP	53.	STANDARD OIL OF INDIANA
40.	GENERAL TELEPHONE + ELECTRONS CORP	96.	SUN CO INC
42.	GENERAL TIRE + RUBBER CO	77.	SVEDRUP + PARCEL + ASSOCS INC
48.	GOODYEAR TIRE + RUBBER CO	26.	T R W INC
70.	GOULD, INC	99.	TACOMA BOATBUILDING CO INC
7.	GRUMMAN CORP	33.	TELEDYNE INC
54.	GUAM OIL + REFINING CO INC	13.	TENNECO INC
81.	GULF OIL CORP	71.	TEXACO, INC
73.	HARRIS CORP	29.	TEXAS INSTRUMENTS INC
44.	HARSCO CORP	21.	TEXTRON INC
58.	HERCULES, INC	46.	THIOKOL CORP
90.	HEWLETT PACKARD CO	18.	TOOD SHIPYARDS CORP
20.	HONEYWELL INC	72.	TRANSAMERICA CORP
9.	HUGHES AIRCRAFT CO	86.	U S + SOUTH AERICAN ENTERPRISES IN
17.	INTERNATIONAL BUSINESS MACHINES CO	3.	UNITED TECHNOLOGIES CORP
83.	INTERNATIONAL HARVESTER CO	12.	WESTINGHOUSE ELECTRIC CORP
36.	INTERNATIONAL TELEPHONE + TEL CORP	64.	YOU ONE CONSTRUCTION CO LTD

* MORRISON-KNUDSEN CO., UNITED STATES STEEL CO., AND FISCHBACK & MOORE, JV

** SAUDI TARMAC LTD., AND TARMAC OVERSEAS LTD. JV

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100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1977
(1 OCT 1976 - 30 SEP 1977)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	T O T A L <i>a/</i>	\$50,384,917 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <i>b/</i>	34,101,517 =====	67.68	67.68
1.	MCDONNELL DOUGLAS CORP	2,574,047	5.11	5.11
2.	LOCKHEED CORP LOCKHEED ALUMINUM WINDOW CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED MISSILES + SPACE CO INC LOCKHEED SHIPBUILDING CONSTRUCTION MURDOCK MACHINE + ENGR CO OF TEXAS	691,331 10 33,616 915,586 32,831 48		
	TOTAL	1,673,422	3.32	8.43
3.	UNITED TECHNOLOGIES CORP ESSEX INTERNATIONAL, INC OTIS ELEVATOR CO PRATT + WHITNEY AIRCRAFT OF WVA TERMINAL COMMUNICATIONS, INC	1,564,600 123 614 19,142 .201		
	TOTAL	1,584,680	3.15	11.58
4.	BOEING CO BOEING AEROSPACE CO BOEING COMPUTER SERVICES INC BOEING INT'L CORP BOEING SERVICES INTERNATIONAL INC BOEING VERTOL CO	1,384,476 27 3,253 8,359 34,026 149,739		
	TOTAL	1,579,880	3.14	14.72
5.	GENERAL ELECTRIC CO GENERAL ELECTRIC ESPANOLA INTERMAGNETICS GENERAL CORP MANAGEMENT + TECHNICAL SERVICES CO	1,518,695 33 96 806		
	TOTAL	1,519,630	3.02	17.74
6.	ROCKWELL INTERNATIONAL CORP ADMIRAL CORP HEIM UNIVERSAL CORP	1,479,586 10 202		
	TOTAL	1,479,798	2.94	20.68
7.	GRUMMAN CORP GRUMMAN AEROSPACE CORP GRUMMAN DATA SYSTEMS CORP	2,625 1,423,489 1,943		
	TOTAL	1,428,057	2.83	23.51
8.	GENERAL DYNAMICS CORP DATAGRAPHIX GMH STROMBERG CARLSON CORP	1,360,075 232 5,287		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
8.	GENERAL DYNAMICS CORP STROMBERG DATAGRAPHIX, INC	5,910		
	TOTAL	1,371,504	7.72	26.23
9.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS. SANTA BARBARA RESEARCH CENTER SUMMA CORP	1,010,268 1,157 18,259 63,755		
	TOTAL	1,093,439	2.17	28.40
10.	NORTHROP CORP EXTEK MICROSYSTEMS INC NORTHROP WORLDWIDE ACFT SVCS INC	986,239 13 60,417		
	TOTAL	1,046,669	2.08	30.48
11.	RAYTHEON CO IOWA MFG CO OF CEDAR RAPIDS IOWA LORAC SERVICE CORP MACHLETT LABORATORIES INC RAYTHEON EDUCATIONAL SYSTEMS CO RAYTHEON EUROPE ELECTRONICS CO RAYTHEON GULF SYSTEMS CO RAYTHEON SERVICE CO RAYTHEON TECHNICAL ASSISTANCE CO UNITED ENGINEERS + CONSTRUCTORS	979,123 515 140 1,899 9,524 14 30,136 13,567 5,291 718		
	TOTAL	1,040,927	2.07	32.55
12.	WESTINGHOUSE ELECTRIC CORP THERMO KING CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	801,080 19 852 177		
	TOTAL	802,128	1.59	34.14
13.	TENNECO INC CASE (JI) CO CASE POWER + EQUIPMENT LTD GAS EQUIPMENT FMGRS, INC NEWPORT NEWS SHIPBUILD + DRY DOCK CO TENNECO CHEMICALS, INC	53 9,377 18 62 734,715 43		
	TOTAL	744,868	1.48	35.62
14.	SPERRY RAND CORP SPERRY ELECTRO COMPONENTS SPERRY FLIGHT SYSTEMS SPERRY MARINE SYSTEMS	646,486 277 4,504 225		
	TOTAL	651,492	1.29	36.91
15.	CHRYSLER CORP CHRYSLER OUTBOARD CORP	616,902 3,028		
	TOTAL	619,930	1.23	38.14
16.	LITTON INDUSTRIES, INC LITTON PIONEER INC LITTON BUSINESS SYSTEMS, INC LITTON INDUSTRIAL PRODUCTS INC LITTON MEDICAL PRODUCTS, INC LITTON PRECISION PRODS INTL INC	43,528 302 222 984 341 71		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
16.	LITTON INDUSTRIES, INC LITTON SYSTEMS INC MONROE BUSINESS EQUIPMENT CO INC MONROE CALCULATING CO MONROE INTERNATIONAL INC	563,248 31 438 22 ----- TOTAL	1.21	35.35
17.	INTERNATIONAL BUSINESS MACHINES CO I R M DEUTSCHLAND GMH SCIENCE RESEARCH ASSOCIATES INC	546,822 213 109 ----- TOTAL	1.09	40.44
18.	TODD SHIPYARDS CORP DESIGNERS + PLANNERS, INC	466,945 1,457 ----- TOTAL	0.93	41.37
19.	AMERICAN TELEPHONE + TELEGRAPH CO AMERICAN BELL INTERNATIONAL INC CHESAPEAKE + POTOMAC TEL CO OF DC ILLINOIS BELL TEL CO INDIANA BELL TEL CO, INC MICHIGAN BELL TEL CO MOUNTAIN BELL TELEPHONE CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SANDIA CORP SOUTH CENTRAL BELL TEL CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	270,363 16,841 34,561 286 126 408 4,946 1,291 847 713 672 769 269 2,890 76 1,582 3,438 5,132 11,783 100,060 ----- TOTAL	0.91	42.28
20.	HONEYWELL INC HONEYWELL INFORMATION SYSTEMS, INC HONEYWELL MEDICAL SYSTEMS	363,667 92,986 30 ----- TOTAL	0.91	43.19
21.	TEXTRON INC BELL HELICOPTER INTL INC	421,192 33,507 ----- TOTAL	0.90	44.09
22.	FAIRCHILD INDUSTRIES, INC AMERICAN SATELLITE CORP	428,093 1,206 ----- TOTAL	0.85	44.94
23.	MARTIN MARIETTA CORP MARTIN MARIETTA ALUMINUM INC MARTIN MARIETTA ALUMINUM SALES INC	396,285 1,232 28,864 ----- TOTAL	0.85	45.79

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
24.	GENERAL MOTORS CORP	380,112	0.75	46.54
25.	R C A CORP BANQUET FOODS CORP HERTZ CORP HERTZ EQUIPMENT RENTAL CORP MADISON FURNITURE INDUSTRIES R C A ALASKA COMMUNICATIONS INC R C A GLOPAL COMMUNICATIONS, INC R C A MOBILE COMMUNICATIONS RANDOM HOUSE, INC SHELBY WILLIAMS INDUSTRIES, INC	329,134 65 40 81 284 17,437 16,393 11 32 545		
	TOTAL	364,022	0.72	47.26
26.	T R W INC AERTECH INDUSTRIES DE LEUW CATHER + CO RAMSEY CORP T R W COLORADO ELECTRONICS, INC T R W GLOBE MASTERS	339,932 473 16 71 20,814 12		
	TOTAL	361,318	0.72	47.98
27.	FORD MOTOR CO FORD AEROSPACE + COMMUNICATIONS	15,477 336,451		
	TOTAL	351,928	0.70	48.68
28.	SINGER CO COGAR CORP H R B SINGER, INC M + M COMPUTER INDUSTRIES INC SINGER COMPUTER GMBH	338,628 35 11,168 195 32		
	TOTAL	350,058	0.69	49.37
29.	TEXAS INSTRUMENTS INC	324,117	0.64	50.01
30.	TELEDYNE INC ELECTRO DEVELOPMENT CO MICRONETICS INC ORDONANCE SPECIALTIES INC TELEDYNE BATTERY PRODUCTS TELEDYNE BROWN ENGINEERING TELEDYNE C A E TELEDYNE CAMERA SYSTEMS TELEDYNE CONTROLS TELEDYNE DENSCO TELEDYNE ELECTRONICS TELEDYNE FIRTH STERLING INC TELEDYNE GEOTECH TELEDYNE GURLEY TELEDYNE HANAU ENGINEERING TELEDYNE HASTINGS RAYOIST TELEDYNE HYDRA POWER TELEDYNE INDUSTRIES, INC TELEDYNE ISOTOPFS TELEDYNE KINETICS TELEDYNE LANDIS MACHINE CO TELEDYNE M E C TELEDYNE MCCORMICK SELPH	34,441 19 66 1,660 1,803 12,205 29,513 580 1,265 31 5,091 11,447 46 12 24 . 147 1,202 195,330 653 693 15 5,789 684		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
30.	TELEDYNE INC TELEDYNE MCKAY TELEDYNE MID AMERICA CORP TELEDYNE NEOSHO TELEDYNE OSTER TELEDYNE PFER TELEDYNE PHILBRICK TELEDYNE POST TELEDYNE RENDO TELEDYNE REPUBLIC MFG TELEDYNE SEMICONDUCTOR TELEDYNE SPRAGUE ENGINEERING TELEDYNE TAPER TELEDYNE TELEMETRY CO TELEDYNE THERMATICS TELEDYNE VASCO TELEDYNE WAH CHANG TELEDYNE WALTERPORA TELEDYNE WISCONSIN MOTOR	437 20 276 30 55 14 63 52 162 98 112 26 120 141 147 14 57 238		
	TOTAL	304,778	0.60	51.61
31.	AMERAJA HESS CORP HESS OIL VIRGIN ISLANDS CORP	26,934 275,452		
	TOTAL	302,386	0.60	51.21
32.	STANDARD OIL CO OF CALIF CALTEX ASIA LTD <u>S/</u> CALTEX ENGINEERING CO <u>S/</u> CALTEX NEW ZEALAND, INC <u>S/</u> CALTEX OIL PAKISTAN <u>S/</u> CALTEX OIL PRODUCTS CO <u>S/</u> CALTEX OIL THAILAND LTD <u>S/</u> CALTEX OVERSEAS LTD <u>S/</u> CALTEX PHILIPPINES INC <u>S/</u> CHEVRON ASPHALT CO CHEVRON CHEMICAL CO CHEVRON INTERNATIONAL OIL CO, INC CHEVRON OIL CO CHEVRON U S A INC STANDARD OIL CO KENTUCKY	155,330 71 316 37 143 71,690 11 421 46 11 11 490 46,743 2,286 18,939		
	TOTAL	296,545	0.59	51.80
33.	L T V CORP ADVANCED TECHNOLOGY CENTER, INC JONES + LAUGHLIN STEEL CORP KENTRON HAWAII LTD VOUGHT CORP WILSON + CO INC	1,946 90 99 21,712 261,015 11,031		
	TOTAL	295,893	0.59	52.39
34.	MORRISON KNUDSEN U.S. F + M JV	260,996	0.52	52.91
35.	CONGOLEUM CORP BATH IRON WORKS CORP	254,212		
	TOTAL	254,212	0.50	53.41

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
36.	INTERNATIONAL TELEPHONE + TEL CORP FEDERAL ELECTRIC CORP ITT ARTIC SERVICES, INC ITT BARTON ITT BLACKBURN CORP ITT BUSINESS SYSTEMS ITT CONTINENTAL BAKING CO ITT ELECTRO PHYSICS LABORATORIES ITT GENEPAL CONTROLS, INC ITT GILFILLAN INC ITT GRINNELL CORP ITT GWALTNEY INC ITT HAMMEL DAHL CONOFLOW ITT HARPER, INC ITT HENZE SERVICE ITT JENNINGS ITT MACKAY MARINE ITT SHERATON CORP OF AMERICA ITT TECHNICAL SERVICES INC ITT TELECOMMUNICATIONS ITT WORLD COMMUNICATIONS, INC J C C PUMP CO INC	132,682 41,065 41,272 525 21 35 3,203 80 382 12,891 11 2,359 45 702 340 126 31 192 2,295 255 11,304 678		
	TOTAL	250,494	0.50	53.91
37.	F M C CORP	244,931	0.49	54.40
38.	EXXON CORP ESSO A G ESSO ITALIANA S P A ESSO PETROL CO LTD ESSO STANDARD OIL CO S A EXXON RESEARCH + ENGINEERING CO	213,774 22,995 333 41 778 178		
	TOTAL	238,099	0.47	54.87
39.	BENDIX CORP BENDIX AUTOLITF CORP BENDIX FIELD ENGINEERING CORP SKAGIT CORP	194,218 2,153 9,285 63		
	TOTAL	205,719	0.41	55.28
40.	GENERAL TELEPHONE + ELECTRONS CORP GTE AUTOMATIC ELECTRIC INC GTE INFORMATION SYSTEMS, INC GTE LABORATORIES, INC GTE LENKURT, INC GTE SYLVANIA INC GENERAL TELEPHONE CO OF CALIFORNIA GENERAL TELEPHONE CO OF FLORIDA GENERAL TELEPHONE CO OF SOUTHEAST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO	16 1,461 2,564 129 438 184,736 18 300 595 236 9,254		
	TOTAL	199,747	0.40	55.68
41.	MOBIL CORP HYDRO CONDUIT CORP MOBIL OIL CORP MOBIL OIL PHILIPPINES, INC MOBIL RESEARCH + DEV CORP	46 188,692 51 35		
	TOTAL	188,824	0.37	56.05

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
42.	GENERAL TIRE + RUBBER CO AEROJET GENERAL CORP FRONTIER AIRLINES	98 186,962 13 -----		
	TOTAL	187,073	0.37	56.42
43.	AMERICAN MOTORS CORP A M GENERAL CORP MERCURY PLASTICS CO	178,352 343 -----	0.35	56.77
	TOTAL	178,695	0.35	57.12
44.	HARSCO CORP	177,791	0.35	
45.	E SYSTEMS, INC AIR ASIA CO LTD ELECTRONIC COMMUNICATIONS INC SERV AIR INC	148,666 25 9,884 1,442 -----	0.32	57.44
	TOTAL	160,017	0.32	57.73
46.	THIOKOL CORP	144,794	0.29	
47.	NORTH AMERICAN PHILIPS CORP AMPEREX ELECTRONIC CORP ANCHOR BRUSH CO INC CAROLINA COACH CO EDAX INTERNATIONAL INC GENERAL ATRONICS CORP MAGNAVOX CO MAGNAVOX GOVT + INDUSTRIAL ELEC CO NORTH AMERICAN PHILIPS CONTROLS CO NORTH AMERICAN PHILIPS LTG CORP PHILIPS BUSINESS SYSTEMS INC PHILIPS ELECTRONIC INSTRUMENTS INC PHILIPS MEDICAL SYSTEMS INC PHILIPS ROXANE LABORATORIES INC S & H X RAY CO THF SMITH HERMAN H INC	883 2,546 25 144 13 1,183 106,960 28,404 1,135 52 94 506 46 225 10 255 -----	0.28	58.01
	TOTAL	142,381	0.28	58.29
48.	GOODYEAR TIRE + RUBBER CO GOODYEAR AEROSPACE CORP MOTOR WHEEL CORP	41,541 96,606 1,913 -----	0.28	58.57
	TOTAL	139,960	0.27	58.84
49.	PAN AMERICAN WORLD AIRWAYS INC	139,462	0.26	
50.	MI RYUNG CONSTRUCTION CO LTD	137,710	0.26	
51.	CONTROL DATA CORP KEROTEST MFG CORP SERVICE BUREAU CORP THE	132,315 99 49 -----	0.26	59.10
	TOTAL	132,463		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
52.	CHAMBERLAIN MFG CORP	127,819	0.25	59.35
53.	STANDARD OIL OF INDIANA AMOCO OIL CO	123,171	0.24	59.59
	TOTAL	123,171	0.24	59.59
54.	GUAM OIL + REFINING CO INC	119,545	0.24	59.83
55.	ROYAL DUTCH SHELL GROUP SHELL CHEMICAL INC SHELL CO OF THE ISLAND SHELL CURACAO N V SHELL EASTERN PETROLEUM PTE LTD SHELL INTERNATIONAL SHELL NEDERLAND SHELL OIL CO SHELL UK LTD	63 550 36,232 35,706 5,993 54 40,287 61	0.24	60.07
	TOTAL	118,946	0.24	60.07
56.	SIGNAL COMPANIES INC (THE) AIRESEARCH MFG CO AIRESEARCH MFG CO OF ARIZONA AIRESEARCH MFG CO OF CALIFORNIA DUNHAM BUSH INC GARRETT CORP MACK TRUCKS INC PRECISION RUBBER PRODUCTS CORP SOUTHLAND OIL CORP	240 16,167 6,526 358 89,310 5,495 17 6,199	0.23	60.30
	TOTAL	118,312	0.23	60.30
57.	JOHNS HOPKINS UNIVERSITY (N)	117,740	0.23	60.53
58.	HFCOULES, INC HAVEG INDUSTRIES INC	116,931 472	0.23	60.76
	TOTAL	117,403	0.23	60.76
59.	KAISER INDUSTRIES CORP KAISER AEROSPACE + ELECTRONICS COR KAISER STEEL CORP NATIONAL STEEL + SHIPBUILDING CO d/	1,717 6,113 904 107,033	0.23	60.99
	TOTAL	115,767	0.23	60.99
60.	AVCO CORP AVCO EVERETT RESEARCH LABORATORY	97,300 12,554	0.22	61.21
	TOTAL	109,854	0.22	61.21
61.	NORRIS INDUSTRIES CONNELL BROS CO LTD PRESSED STEEL TANK CO, INC	106,415 1,945 635	0.22	61.43
	TOTAL	108,995	0.22	61.43

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
62.	MASSACHUSETTS INSTITUTE TECHNOLOGY	108,872	0.22	61.65
63.	MORRISON-KNUDSEN CO, INC NATIONAL STEEL + SHIPBUILDING CO <u>D/</u>	507 107,032 ----- 107,539	0.21	61.86
64.	YOU ONE CONSTRUCTION CO LTD	106,482	0.21	62.07
65.	BRITISH PETROLEUM CO LTD B P AUSTRALIA LTD B P OIL CORP B P TRADING LTD	1,269 44 103,185 ----- 104,498	0.21	62.28
66.	AEROSPACE CORP (N)	102,516	0.20	62.48
67.	AUTOMATION INDUSTRIES, INC AERO MECHANISM INC G + H TECHNOLOGY, INC	101,694 324 136 ----- 102,154	0.20	62.68
68.	LEAR SIEGLER INC	101,645	0.20	62.88
69.	PETERSON BUILDERS INC	96,019	0.19	63.07
70.	GOULD, INC CHESAPEAKE INSTRUMENT CORP	95,243 106 ----- 95,349	0.19	63.26
71.	TEXACO INC CALTEX ASIA LTD C/ CALTEX ENGINEERING CO C/ CALTEX NEW ZEALAND, INC C/ CALTEX OIL PAKISTAN C/ CALTEX OIL PRODUCTS CO C/ CALTEX OIL THAILAND LTD C/ CALTEX OVERSEAS LTD C/ CALTEX PHILIPPINES INC C/ DEUTSCHE TEXACO VERKAUF GMBH JEFFERSON CHEMICAL CO INC TEXACO EXPORT INC TEXACO GREEK PETROLEUM CO S A TEXACO LTD (UK)	16,123 70 316 36 142 71,689 10 21 45 2,503 615 2,685 92 88 ----- 95,035	0.19	63.45
72.	TRANSAMERICA CORP DE LAVAL TURBINE, INC SATURN AIRWAYS INC TRANS INTL AIRLINES INC UNITED ARTISTS CORP	26,868 39,124 21,937 212 ----- 88,141	0.17	63.62

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
73.	HARRIS CORP	95,747		
	HARRIS COMPUTER SYSTEMS INC	49		
	HARRIS DATA COMMUNICATIONS INC	1,975		
	HARRIS SEMICONDUCTOR INC	142		

	TOTAL	87,913	0.17	63.79
74.	BEECH AIRCRAFT CORP	84,343	0.17	63.96
75.	COASTAL STATES GAS CORP	3,705		
	BELCHER OIL CO	2,578		
	BELCHER OIL CO OF CAPE CANAVERAL	443		
	BELCHER TERMINALS INC	64,734		
	COASTAL STATES MARKETING, INC	34		
	GLEN PETROLEUM CORP	5,982		
	LO-VACA GATHERING CO	6,323		
	UNION PETROLEUM CORP	-----		
	TOTAL	83,769	0.17	64.13
76.	MOTOROLA INC	81,786		
	MOTOROLA OVERSEAS CORP	478		

	TOTAL	82,264	0.16	64.29
77.	SVERDRUP + PARCEL + ASSOC'S INC	3,582		
	ARO INC	78,432		

	TOTAL	82,014	0.16	64.45
78.	EASTMAN KODAK CO	81,807		
	EASTMAN KODAK STORES INC	107		

	TOTAL	81,914	0.16	64.61
79.	ALGERNON BLAIR INC	80,695	0.16	64.77
80.	DAY + ZIMMERMAN INC	79,436	0.16	64.93
81.	GULF OIL CORP	41,531		
	GULF OIL TRADING CO	3,976		
	GULF PETROLEUM SA PANAMA	187		
	INDUSTRIAL ASPHALT INC	13		
	KOREA OIL CORP	32,633		

	TOTAL	78,340	0.16	65.09
82.	SAUDI TARMAC LTD TARMAC OS LTD	77,247	0.15	65.24
83.	INTERNATIONAL HARVESTER CO	70,851		
	MACLEOD + CO	5,802		

	TOTAL	76,653	0.15	65.39
84.	CUTLER-HAMMER, INC	75,378		
	CONTROL SWITCH, INC	289		

	TOTAL	75,667	0.15	65.54

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
85.	LORAL CORP CONIC CORP	69,239 4,150 -----		
	TOTAL	73,389	0.15	65.69
86.	U S + SOUTH AFRICAN ENTERPRISES IN	73,985	0.15	65.84
87.	EMFRSON ELECTRIC CO CHANCE A B CO ROSEMOUNT INC	70,608 81 2,550 -----		
	TOTAL	73,239	0.15	65.99
88.	ENGELHARD MINERALS + CHEMICALS COR DERBY + CO INC SKYLINE INDUSTRIES INC	617 71,032 586 -----		
	TOTAL	72,235	0.14	66.13
89.	COMPUTER SCIENCES CORP ENVIRONMENTAL RESEARCH CORP	70,596 98 -----		
	TOTAL	71,684	0.14	66.27
90.	HEWLETT PACKARD CO DATAMEC CORP	69,025 44 -----		
	TOTAL	69,049	0.14	66.41
91.	PACIFIC RESOURCES INC GASCO INC HAWAIIAN INDEPENDENT REFINERY INC	445 68,120 -----		
	TOTAL	68,565	0.14	66.55
92.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	9,276 427 58,452 -----		
	TOTAL	68,155	0.14	66.69
93.	OGDEN CORP AVONDALE SHIPYARDS INC BETTER BUILT MACHINERY CORP INTERNATIONAL TERMINAL OP CO INC LUCKMAN (CHARLES) ASSOCIATES SMS INSTRUMENTS, INC TILLIE LEWIS FOODS INC WILSON FOODS INC	66,246 50 414 206 221 233 589 -----		
	TOTAL	67,959	0.13	66.82
94.	BURROUGHS CORP	66,534	0.13	66.95
95.	GENERAL FOODS CORP	65,832	0.13	67.08
96.	SUN CO INC SUN SHIPBUILDING + DRY DOCK CO	56,532 9,053 -----		
	TOTAL	65,585	0.13	67.21

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
97.	SANDERS ASSOCIATES INC	64,816	0.13	67.34
98.	A T O, INC AMERICAN LA FRANCE INC INTERSTATE ELECTRONICS CORP SAFWAY STEEL PRODUCTS	11,917 34 49,981 15 -----		
	TOTAL	61,947	0.12	67.46
99.	TACOMA BOATBUILDING CO INC	61,699	0.12	67.58
100.	PROCTOR + GAMBLE CO FOLGER COFFEE CO PROCTOR + GAMBLE DISTRIBUTING CO	14,035 47,571 -----		
	TOTAL	61,666	0.12	67.70

FOOTNOTES:

a/ The data include debit and credit procurement actions of \$10,000 or more, worldwide, under military supply, service and construction contracts.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of September 30, 1977 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.

d/ Stock ownership is equally divided between Morrison-Knudsen Co., Inc., and Kaiser Industries Corp.